

Appl. No.: 10/042,245  
Amendment dated January 4, 2006  
Reply to Office Action of October 4, 2005

This listing of claims will replace all prior versions, and listings, of claims in the application:

**Listing of Claims:**

1. (original) A computer-assisted method of negotiating a contract over a computer network between a first negotiator and a second negotiator, comprising the steps of:

(1) displaying on a first computer screen a plurality of predefined contract provisions, each relating to a contract provision and including an agree/defer selector for the first negotiator; a first dialogue box into which the first negotiator can enter text; an agree/defer selector for the second negotiator; and a second dialogue box into which the second negotiator can enter text;

(2) receiving for each of the plurality of predefined contract provisions an agree/defer selection from the first negotiator;

(3) displaying on a second computer screen the plurality of predefined contract provisions, including any agree/defer selections made by the first negotiator; the first dialogue box; the agree/defer selector for the second negotiator, and the second dialog box;

(4) receiving for each of the plurality of predefined contract provisions an agree/defer selection from the second negotiator; and

(5) storing the agree/defer selections made by the first and second negotiators in a computer memory.

2. (original) The computer-assisted method of claim 1, further comprising the step of preventing the first negotiator from entering text into the second dialogue box.

3. (original) The computer-assisted method of claim 1, further comprising the step of:

(6) in response to detecting that the first and second negotiators have entered identical text in each respective first and second dialogue boxes, permitting the first and second negotiators to select "agree" for the agree/defer selector, and otherwise inhibiting such selection.

4. (original) The computer-assisted method of claim 1, further comprising the step of repeating steps (1) and (3) until the first and second negotiator have selected either

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agree or defer for each of the plurality of contract provisions.

5. (original) The computer-assisted method of claim 1, further comprising the step of, in steps (1) and (2), displaying a first response box into which the first negotiator can enter text, and a second response box into which the second negotiator can enter text, the method further comprising the step of:

(6) in response to detecting that the first and second negotiators have entered identical text in each respective first and second response box, permitting the first and second negotiators to select "agree" for the agree/defer selector, and otherwise inhibiting such selection.

6. (original) The computer-assisted method of claim 1, further comprising the step of:

(6) in response to detecting that the second negotiator has entered text in the second dialogue box, determining whether the first negotiator has indicated acceptance of the text in the second dialogue box and, in response to such acceptance, permitting the first negotiator to select an "agree" selector, and otherwise inhibiting such selection.

7. (original) The computer-assisted method of claim 6, further comprising the step of:

(7) in response to detecting that the first negotiator has entered text in the first dialogue box, determining whether the second negotiator has indicated acceptance of the text in the first dialogue box and, in response to such acceptance, permitting the first negotiator to select an "agree" selector, and otherwise inhibiting such selection.

8. (original) The computer-assisted method of claim 7, wherein steps (6) and (7) comprise the step of determining whether each respective negotiator has entered text into a response box.

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9. (original) The computer-assisted method of claim 1, further comprising the step of:

(6) in response to detecting that the first and second negotiators have entered different text in each respective first and second dialogue box for a particular contract provision, generating a message highlighting a discrepancy with respect to that particular contract provision.

10. – 14. (Canceled)

15. (Previously Presented) The method of claim 1, further comprising:

(6) repeating steps (1) through (5) for a plurality of different transactions; and  
(7) generating a summary report that includes, for each of the plurality of different transactions, information identifying the contract and a current contact person for each respective transaction, and, in response to selecting one of the current contact persons, generating a message to the one current contact person.

16. (original) The computer-assisted method of claim 15, wherein step (7) comprises the step of including on the summary report a current contact person that has been authorized to act on behalf of one of the negotiators.

17. (original) The computer-assisted method of claim 15, wherein step (7) comprises the step of including on the summary report a current contact person that is identified by a role played in negotiating the transactions.

18. (original) The computer-assisted method of claim 17, wherein step (7) comprises the step of displaying a menu of choices including a plurality of current contacts identified by respective roles played in negotiating the transaction.

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19. (original) The computer-assisted method of claim 15, further comprising the step of generating a second summary report that includes, for one of the plurality of different transactions, a plurality of phases into which the one transaction has been partitioned, and displaying different current contact persons for at least two of the plurality of phases.

20. (Previously Presented) The method of claim 1, further comprising:  
(6) providing a dual-messaging function that permits members of a transaction team authorized to act on behalf of one of the negotiators to transmit messages to other members of the transaction team that are recorded in a message log that can be viewed by all members of the transaction team, and permits members of the transaction team to selectively transmit messages to other members of the transaction team that are not recorded in the message log, such that they cannot be viewed by all members of the transaction team.

21. (Previously Presented) The method of claim 1, further comprising:  
(6) providing a customization function that permits one of the negotiators to, prior to step (1), selectively exclude one or more of the predetermined agreement provisions from being displayed in steps (1) and (3).

22. – 49. (Canceled)

50. (Previously Presented) The method of claim 1, further comprising:  
(6) negotiating between the first and second negotiators to reach agreement on at least one of the provisions for which the first and second negotiators did not reach agreement;  
(7) receiving from each party an evaluation form including information relating to the sale negotiation process; and  
(8) generating a report including information received from the evaluation form.

51. – 56. (Canceled)

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57. (original) The computer-assisted method of claim 15, wherein step (7) comprises the step of generating a summary report that includes the information identifying each transaction on a single line of a multi-line tabular display format.

58. (original) The computer-assisted method of claim 1, wherein the contract relates to a real estate transaction.

59. – 63. (Canceled)